# FINANCIAL STATEMENTS AND SUPPLEMENTARY INFORMATION

FOR THE YEAR ENDED MARCH 31, 2019

## FOR THE YEAR ENDED MARCH 31, 2019

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#### INDEPENDENT ACCOUNTANTS' REVIEW REPORT

To the Board of Directors and Stockholders of Arvind Worldwide Inc.:

We have reviewed the accompanying financial statements of Arvind Worldwide Inc., which comprise the balance sheet as of March 31, 2019, and the related statements of income and retained earnings and cash flows for the year then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of company management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

#### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement whether due to fraud or error.

#### Accountants' Responsibility

Our responsibility is to conduct the review engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

#### **Accountants' Conclusion**

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.

#### Supplementary Information

The supplementary information included on page 11 is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information is the responsibility of management. We have not audited or reviewed such information and we do not express an opinion, a conclusion, nor provide any assurance on it.

PRAJAPATI & COMPANY CPAS LLA

April 30, 2019

### BALANCE SHEET MARCH 31, 2019

| ASSETS                                     |              |
|--|--------------|
| Current assets                             |              |
| Cash                                       | \$ 34,734    |
| Accounts receivable                        | 527,406      |
| Inventories                                | 1,416,069    |
| Prepaid expenses and taxes                 | 12,497       |
| Loans receivable                           | 3,013,975    |
| Total current assets                       | 5,004,681    |
| Property and equipment, net of accumulated |              |
| depreciation of \$55,403                   | 42,673       |
| Other assets                               |              |
| Deposits                                   | 207,882      |
| Deferred income taxes                      | 71,000       |
|  | 278,882      |
|  | \$ 5,326,236 |
| LIABILITIES AND STOCKHOLDERS' EQUITY       |              |
| Current liabilities                        |              |
| Accounts payable                           | \$ 1,567,129 |
| Accrued expenses                           | 216,120      |
| Loans payable                              | 2,700,000    |
| Total current liabilities                  | 4,483,249    |
| Other liabilities                          |              |
| Deferred lease liability                   | 40,768       |
| Commitments and contingencies              |              |
| Stockholders' equity                       |              |
| Common stock, no par value;                |              |
| 1,500 shares authorized,                   |              |
| 502 shares issued and outstanding          | 502,000      |
| Retained earnings                          | 300,219      |
|  | 802,219      |
|  | \$ 5,326,236 |
|  |              |

# STATEMENT OF INCOME AND RETAINED EARNINGS FOR THE YEAR ENDED MARCH 31, 2019

| Net sales                                | \$ 279,593 |
|--|------------|
| Cost of sales                            | 269,417    |
| Gross profit                             | 10,176     |
| Marketing support services income        | 1,002,340  |
| Total income                             | 1,012,516  |
| Operating expenses                       | 832,304    |
| Income from operations                   | 180,212    |
| Interest expense                         | 104,463    |
| Income before provision for income taxes | 75,749     |
| Provision for income taxes               | 27,914     |
| Net income                               | 47,835     |
| Retained earnings – beginning            | 252,384    |
| Retained earnings – end                  | \$ 300,219 |

### STATEMENT OF CASH FLOWS FOR THE YEAR ENDED MARCH 31, 2019

| Cash flows from operating activities            |                     |
|---|---------------------|
| Net income                                      | \$ 47,835           |
| Adjustments to reconcile net income to net cash | \$ 47,633           |
| used in operating activities                    |                     |
| Depreciation                                    | 10,041              |
| Deferred income taxes                           | 13,000              |
| Deferred lease liability                        | 6,703               |
| Changes in assets and liabilities               | 3,7 33              |
| Accounts receivable                             | (440,423)           |
| Inventories                                     | (1,416,069)         |
| Prepaid expenses and taxes                      | 13,065              |
| Accounts payable                                | 1,567,129           |
| Accrued expenses                                | 95,317              |
| Net cash used in operating activities           | (103,402)           |
| Cash flows from investing activities            |                     |
| Net increase in deposits                        | (151,686)           |
| Net cash used in investing activities           | (151,686)           |
| Cash flows from financing activities            |                     |
| Net increase in loans payable                   | 250,000             |
| Net cash provided by financing activities       | 250,000             |
| Net change in cash                              | (5,088)             |
| Cash at beginning                               | 39,822              |
| Cash at end                                     | \$ 34,734           |
|   | <del>y 34,734</del> |
|   |                     |
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| Cash paid for interest     | \$<br>      |
|----------------------------|-------------|
| Cash paid for income taxes | \$<br>2,602 |

# NOTES TO FINANCIAL STATEMENTS MARCH 31, 2019

#### Note 1 – Description of company's business

Arvind Worldwide Inc. (the "Company") is a majority owned subsidiary of Arvind Limited (the "Parent"), a company based in India. The Company was incorporated on February 24, 1993 in Delaware. The Company provides marketing support services to customers located in the United States of America on behalf of the Parent. The Company is also an importer and wholesaler of fiberglass reinforced plastics whose customers are located in the United States of America.

#### Note 2 – Summary of significant accounting policies

#### Basis of accounting

The Company's accounting policies are in accordance with accounting principles generally accepted in the United States of America. Outlined below are those policies considered particularly significant.

#### Use of estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make certain estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from these estimates.

#### Concentration of credit risk

Financial instruments, which potentially subject the Company to significant concentrations of credit risk, include cash and accounts receivable. The Company holds no collateral for these financial instruments. The Company maintains cash in financial institutions that are insured by the Federal Deposit Insurance Corporation up to a specified amount. Such cash balances at times may exceed these limits. To minimize its credit risk with respect to accounts receivable, management monitors the creditworthiness of the customers and reviews the outstanding receivables at period end, as well as establishes an allowance for doubtful accounts as deemed necessary.

#### Accounts receivable

Accounts receivable are stated at original amount less an allowance for doubtful accounts. The allowance for doubtful accounts is determined through an analysis of the aging of accounts receivable at the date of the financial statements, assessments of collectability based on an evaluation of historic and anticipated trends, the financial condition of the Company's customers, and an evaluation of the impact of economic conditions. At March 31, 2019, the management has determined that an allowance for doubtful accounts is not required.

# NOTES TO FINANCIAL STATEMENTS MARCH 31, 2019

#### Note 2 – Summary of significant accounting policies (continued)

#### **Inventories**

Inventories, which consist primarily of finished goods, are stated at the lower of cost or net realizable value, with cost being determined under the FIFO (First-in, First-out) method.

#### Property and equipment

Property and equipment are stated at cost. Depreciation is computed using the straight-line or an accelerated method over the estimated useful lives of the assets, ranging from 3 to 7 years. Leasehold improvements are amortized over the lesser of the lease term or the estimated useful asset lives. Major additions are capitalized and repairs and maintenance costs are expensed when incurred.

#### Long-lived assets

The Company periodically evaluates the carrying value of long-lived assets to be held and used whenever events and circumstances indicate that the carrying value of the asset may no longer be recoverable. An impairment loss, measured based on the fair value of the asset, is recognized if expected future undiscounted cash flows are less than the carrying value of the assets. At March 31, 2019, the Company was not aware of any events or changes in circumstances that indicate the carrying amount of an asset may not be recoverable.

#### Revenue recognition

Sales are recorded when merchandise is shipped, and title and risk of loss are transferred to customers, revenue can be reliably measured, and collectability is reasonably assured. Revenue is recorded net of estimated discounts, returns and allowances which are estimated based on historic trends and an evaluation of current economic conditions. The Company recognizes revenue from services when the services are rendered, it can be reliably measured, and collectability is reasonably assured.

#### Advertising and promotional expenses

Advertising and promotional expenses are expensed during the year in which they are incurred.

#### Income taxes

The Company uses the asset and liability method of accounting for income taxes, where deferred tax assets and liabilities are recognized for differences between the financial statement and tax bases of existing assets and liabilities. Valuation allowances are established, when necessary, to reduce deferred tax assets to the amount expected to be realized. The Company evaluates all significant tax positions. At March 31, 2019, the Company does not believe it has any uncertain tax positions that would qualify for either recognition or disclosure in the financial statements.

# NOTES TO FINANCIAL STATEMENTS MARCH 31, 2019

#### Note 2 – Summary of significant accounting policies (continued)

#### Subsequent events

The Company has evaluated subsequent events through April 30, 2019 which is the date the financial statements were available to be issued.

#### New authoritative accounting pronouncements

The Company does not anticipate the adoption of other recently issued accounting pronouncements to have a significant impact on the Company's financial statements.

#### Note 3 - Inventories

At March 31, 2019, inventories of \$1,416,069 consisted of finished goods.

#### Note 4 - Loans receivable

At March 31, 2019, the Company had outstanding loans receivable from various unrelated parties of \$3,013,975. These loans are due on a demand basis, bearing no interest.

#### Note 5 – Property and equipment

At March 31, 2019, property and equipment consisted of the following:

| Furniture and fixtures         | \$43,761      |
|--------------------------------|---------------|
| Equipment                      | 23,384        |
| Leasehold improvements         | 30,931        |
|                                | 98,076        |
| Less: accumulated depreciation | <u>55,403</u> |
|                                | \$42,673      |

For the year ended March 31, 2019, depreciation expense was approximately \$10,041.

#### Note 6 - Retirement plan

The Company has established a defined contribution retirement plan, which provides for contributions to be made by the Company on behalf of each eligible employee. For the year ended March 31, 2019, the Company's contributions to this plan amounted to \$12,113.

# NOTES TO FINANCIAL STATEMENTS MARCH 31, 2019

#### Note 7 – Income taxes

The Company files federal, state and local income tax returns on a fiscal year basis ending on March 31 as prescribed by the tax laws of the jurisdiction in which it operates. In the ordinary course of business, the Company is subject to examination by federal, state and local jurisdictions, where applicable. For federal, state and local income tax purposes, the Company remains open for examination by the tax authorities for the tax years from March 31, 2016 onwards under the general statute of limitations.

For the year ended March 31, 2019, the net provision for income taxes of \$27,914 consisted of the following:

|          | <u>Federal</u>  | State<br>and local | <u>Total</u> |
|----------|-----------------|--------------------|--------------|
| Current  | \$ 5,955        | \$ 8,959           | \$14,914     |
| Deferred | 7,000           | 6,000              | 13,000       |
|          | <u>\$12,955</u> | \$14,959           | \$27,914     |

At March 31, 2019, the significant components of the net deferred tax assets were the differences between the book and tax basis of property and equipment, unpaid interest to the stockholders and deferred lease liability.

#### Note 8 – Related party transactions and balances

In the ordinary course of business, the Company had the following related party transactions and balances:

#### Accounts receivable

At March 31, 2019, the Company had outstanding accounts receivable of \$386,823 from the Parent.

### Accounts payable

At March 31, 2019, the Company had outstanding accounts payable of \$1,547,187 to the Parent.

#### Interest payable

At March 31, 2019, the Company had outstanding interest payable of \$205,870 to the stockholders. These amounts are included in accrued expenses.

# NOTES TO FINANCIAL STATEMENTS MARCH 31, 2019

#### Note 8 – Related party transactions and balances (continued)

#### Loans payable

At March 31, 2019, the Company had outstanding loans payable of \$2,700,000 to the stockholders. These loans are due on a demand basis and bear interest at 3.9% per annum. For the year ended March 31, 2019, interest on these loans amounted of \$104,463.

#### Net purchases

For the year ended March 31, 2019, the Company made net purchases of \$1,634,530 from the Parent.

#### Marketing support services income

For the year ended March 31, 2019, the Company had earned marketing support services income of \$1,002,340 from the Parent.

#### Note 9 - Commitments and contingencies

#### Lease

The Company is obligated under a long-term operating lease for the rental of office space through July 31, 2024. In addition to minimum rental payments, the lease requires payment of various expenses incidental to the use of property. For the year ended March 31, 2019, rent expense amounted to \$111,977.

At March 31, 2019, the future minimum rental payments were as follows:

| March 31, 2020 | \$118,079        |
|----------------|------------------|
| March 31, 2021 | 121,621          |
| March 31, 2022 | 125,270          |
| March 31, 2023 | 134,380          |
| March 31, 2024 | 141,088          |
| Thereafter     | 47,490           |
|                | <u>\$687,928</u> |
|                |                  |

# NOTES TO FINANCIAL STATEMENTS MARCH 31, 2019

#### Note 9 – Commitments and contingencies (continued)

#### Guarantees

The Company has guaranteed payment for License and Technical Know-How Agreements entered into by the Parent on various dates. These agreements expire on various dates to December 31, 2022 and require payments to be computed at specified percentages of net sales, as defined.

For the year ended March 31, 2019, the minimum payments due under these agreements were \$2,696,899. The Company is required to make payments under these agreements only in the event of a default by a primary obligor. At March 31, 2019, the Company does not anticipate any exposure on these guarantees.

At March 31, 2019, the future minimum payments required under these agreements were as follows:

| March 31, 2020    | \$2,112,004 |
|-------------------|-------------|
| March 31, 2021    | 2,183,048   |
| March 31, 2022    | 1,420,838   |
| December 31, 2022 | 105,000     |
|                   | \$5,820,890 |

#### Other contingencies

The Company may be involved in claims and legal proceedings arising in the ordinary course of business. In the opinion of management, the ultimate outcome of these matters will not have a material adverse effect on the Company's financial position, liquidity or results of operations.

#### Note 10 - Concentrations

#### Major customer

For the year ended March 31, 2019, sales to one customer represented approximately 92% of net sales. At March 31, 2019, accounts receivable from this customer was approximately \$133,441.

#### Major vendor

For the year ended March 31, 2019, purchases from one vendor represented approximately 97% of net purchases. At March 31, 2019, accounts payable to this vendor was approximately \$1,547,187.



# STATEMENT OF OPERATING EXPENSES FOR THE YEAR ENDED MARCH 31, 2019

### Operating expenses

| Salaries                          | \$ 302,829 |
|-----------------------------------|------------|
| Employee benefits                 | 57,688     |
| Payroll taxes                     | 19,761     |
| Retirement plan contributions     | 12,113     |
| Payroll processing charges        | 4,332      |
| Rent and utilities                | 117,714    |
| Telephone                         | 6,514      |
| Insurance                         | 12,246     |
| Travel and entertainment          | 192,914    |
| Office and miscellaneous expenses | 12,094     |
| Sampling and designing charges    | 41,091     |
| Professional fees                 | 23,335     |
| Repairs and maintenance           | 3,907      |
| Postage and delivery              | 15,725     |
| Depreciation                      | 10,041     |
|                                   | \$ 832,304 |